

INFORMATION LETTER

Not for
Publication

NATIONAL CANNERS ASSOCIATION

For Members
Only

No. 1249

Washington, D. C.

August 27, 1949

Strike Threat Averted

The threat of a strike in 26 widely-distributed American Can Company plants, reported in last week's **INFORMATION LETTER**, was removed last Monday, at least temporarily, when union and company officials agreed to a suspension of negotiations until September 19, with the further understanding that strike action if it should eventually come would not be taken for at least 10 days after the September 19 meeting. The Association will post its members should developments in this situation threaten current crops and packs.

Work Progress on New N.C.A. Headquarters Building

Construction of the new Association headquarters building has progressed satisfactorily since work was resumed at settlement, the week of July 10, of a six-week carpenters' strike. The information below describes the building situation as of this week:

Foundation footings are finished and side walls to the first floor level are one-third completed. Wooden forms and reinforcement iron necessary for the balance of the basement walls is about 50 percent in place.

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Further Hearings Expected on Brokerage Payments Bill

Further hearings, it is understood, are contemplated by the Senate Judiciary Committee on S. 2190, introduced by former Senator McGrath (Del.) to amend the Robinson-Patman Act. The purpose of the bill is to permit brokerage payments by the seller under some circumstances to agents or intermediaries acting on behalf of the buyer. Representatives of Independent Grocers Alliance of America testified August 3 in behalf of S. 2190.

The substitute draft offered by Senator McGrath at the first hearing

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Machinery Men Present Library to Association

The Canning Machinery and Supplies Association has generously donated its library of 330 bound volumes of canning industry trade journals to the National Canners Association. These books, some of which date to 1902, will become a part of the N.C.A. library of reference works maintained for the use of the canning industry and will be made available in the library facilities that constitute a part of the new research and administration headquarters now under construction in Washington.

The C. M. & S. A. library of trade journals has been assembled largely through the efforts of Secretary S. G. Gorsline down through the years, and is the only collection of its kind in existence. The majority of the volumes are leatherbound. Included in the collection is a set of early volumes of *The Canner*, known as the Dan Trench Memorial Library, so-named

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Wage-Hour Debate Delayed

Senate consideration of amendments to the Fair Labor Standards Act continues to be postponed in order to expedite action on important and necessary appropriation measures. This past week was occupied in debate of the Interior Department Appropriation measure and is to be followed with floor action on the Third Deficiency and National Military appropriation bills. The Senate also will take a day to consider, under unanimous consent procedure, bills pending on the calendar.

A measure to implement the Atlantic Charter has received joint Armed Services-Foreign Relations Committee study and it is expected that a bill will be reported soon. This proposal also might be given priority over wage and hour legislation. It has been estimated that the Senate will spend up to three weeks in debate on Atlantic Charter authorizations.

At the conclusion of consideration of wage and hour legislation, the Senate then is scheduled to take up amendments to the Reciprocal Trade Agreements Act.

Missing Journals Sought

To complete its library of canning publications which the C.M.&S.A. is presenting to N.C.A., certain missing numbers are needed. These are the first 13 volumes of *The Canner* or any or all issues of that publication prior to 1902 and Volume I of *Canning Age* or any or all of the 11 issues of that publication brought out in 1920. These copies will be gratefully received, and should be sent to S. G. Gorsline, Secretary, Canning Machinery and Supplies Association, Lock Box 430, Battle Creek, Mich.

Commerce Orders Revocation of M-81, Effective Dec. 1

Order M-81, which has limited the use of tin in can manufacture since the early days of the recent war, will be revoked December 1, according to an announcement made Friday by the U. S. Department of Commerce, which also stated that specification restrictions on closures embodied in Order M-43 also will be lifted December 1. An amendment of M-43, effective immediately, also provides for the relatively free import of the metal by private business, it is explained.

(Please turn to page 287)

Florida Requires Citrus Grade Label Registration

The new Florida Citrus Code which requires the registration of brands, labels and trademarks used on canned citrus products, according to the grade of product to be shipped, has been implemented with the issuance of regulations by the Florida Citrus Commission. The regulations became effective August 15. Registrations pursuant thereto must be made before October 1 of each year.

Besides grade label registration, the regulations require maturity tests, adopt grade standards for canned citrus products, provide for the manner of sampling and testing to deter-

mine grade and for the issuance of certificates of inspection and the registration of plants, require loading manifests itemized by grade and showing respective code numbers, and establish procedures for the handling of unwholesome fruit offered canners.

Text of Regulation No. 21, entitled "Registration and Use of Labels, Canned or Concentrated Citrus Products," follows:

SECTION 1—Registration with the Florida Citrus Commission of all labels, brands or trademarks to be used on or in connection with canned or concentrated citrus products must be made before October 1 of each shipping season for use during the then current season. No registration of labels for a particular shipping season will be made by the Commission after October 1 except in extreme cases where facts are duly presented to the Commission indicating that the applicant is without fault and that such regulation is working an undue and unwarranted hardship in the particular instance.

SECTION 2—Registration shall be accomplished by submitting the actual labels to the Florida Citrus Commission for recordation. One copy of each registered label, brand or trademark will be retained in the files of the Commission, and, after registration, one or more copies, as desired, of certified labels, brands or trademarks will be returned to the applicant.

SECTION 3—All canning or concentrating plants will be required to post in a conspicuous place in their plants an official copy of all labels to be used by them which have been registered with the Commission, said copies to bear the seal of the Florida Citrus Commission and notation of the grades they represent as evidence that they have been registered.

SECTION 4—A specific label shall be registered to represent one grade only. A label registered to represent a specific grade cannot be re-registered during the then current marketing season to represent another grade except in cases where facts are presented to the Commission indicating that such restriction is working an undue hardship. A label registered to represent a specific grade cannot be used on a product of lower grade than that for which the label is registered. A label registered to represent a specific grade cannot be used on a product of higher grade than that for which the label is registered unless the grade of the product be shown on the label of the immediate container.

SECTION 5—A specific label may be registered for use on any one or more of the canned or concentrated citrus products which are certified as "U.S. Grade A" or "Fancy" or "Florida Grade A"; likewise, a specific label may be registered for use on any one

or more of the canned or concentrated citrus products which are certified as "U.S. Grade B," "U.S. Grade C," "Florida Grade B," or "Florida Grade C." *Provided*, however, labels registered as "U.S. Grade A" or "Fancy" or "Florida Grade A" for use on single strength or concentrated citrus juices, may also be registered as "U.S. Grade B," or "Florida Grade B" for specific use on grapefruit sections or salads.

SECTION 6—Each processor shall adopt a system of coding containers that will serve as a means of identification for sampling, inspection and certification, and as a means of enforcement of the Florida Citrus Code of 1949. In coding grapefruit sections and citrus salad, consideration shall be given to the practice of "ring marks" or other designations on containers to differentiate between "Fancy" and "Broken" pack.

Forthcoming Meetings

- September 29-30-October 1—Texas Canners Association, Annual Convention, Plaza Hotel, San Antonio.
- October 3-4—United States Wholesale Grocers Association, Midyear Meeting, Grove Park Inn, Asheville, N. C.
- October 4-6—Fourth Annual Industrial Packaging and Materials Handling Exposition, Convention Hall, Detroit.
- October 12-15—National Association of Food Chains, Annual Meeting, Hotels Mayflower and Statler, Washington, D. C.
- October 20-22—Florida Canners Association, 15th Annual Meeting, Sheraton Plaza Hotel, Daytona Beach, Fla.
- November 7-8—Wisconsin Canners Association, 45th Annual Convention, Schroeder Hotel, Milwaukee, Wis.
- November 14-15—Illinois Canners Association, Fall Meeting, Bismarck Hotel, Chicago.
- November 14-16—Grocery Manufacturers of America, Inc., 41st Annual Meeting, Waldorf-Astoria, New York.
- November 21-22—Pennsylvania Canners Association, 35th Annual Convention, Penn-Harris Hotel, Harrisburg.
- November 25-26—Michigan Canners Association, Fall Meeting, Fandlind Hotel, Grand Rapids, Mich.
- December 1-2—Tri-State Packers Association, 45th Annual Meeting, Mayflower Hotel, Washington, D. C.
- December 1-2—Indiana Canners Association, Fall Convention, Claypool Hotel, Indianapolis.
- December 8-9—Association of New York State Canners, Inc., Annual Convention, Hotel Statler, Buffalo.
- December 13-14—Ohio Canners Association, Annual Convention, Dohler-Wallich Hotel, Columbus.
- January 22-31—Annual Conventions of National Canners Association, National Food Brokers Association, and Canning Machinery & Supplies Association, Atlantic City, N. J.
- January 23-24—Canadian Food Processors Association, Annual Convention, Ritz-Carlton Hotel, Montreal.
- January 25-31—National-American Wholesale Grocers Association, Annual Convention, The Ambassador, Atlantic City, N. J.
- March 9-10—Canners League of California, Fruit and Vegetable Sample Cuttings, Fairmont Hotel, San Francisco, Calif.
- March 15-17—Northwest Canners Association, Annual Meeting, Multnomah Hotel, Portland, Ore.
- March 23-24—Canners League of California, Annual Convention, Biltmore Hotel, Santa Barbara, Calif.

STATISTICS

Stocks and Shipments of Canned Vegetables

Canners' stocks and shipments of canned corn, green lima beans and baby food have been compiled by the Association's Division of Statistics, and are shown below:

Canned Corn Stocks and Shipments

	1947-48 (actual cases)	1948-49
Carryover, Aug. 1.....	272,039	194,469
Pack.....	27,571,861	34,410,040
Total supply.....	27,843,900	34,604,509
Stocks, Aug. 1.....	194,469	4,112,712
Shipments during July...	365,417	843,174
Shipments, Aug. 1 to Aug. 1.....	27,649,431	30,491,797

On the basis of 24 1/2's canner stocks August 1, 1949 amounted to 3,774,000 cases compared with 188,000 cases, August 1, 1948.

August 1, 1949 canner stocks of canned corn consisted of 376,078 actual cases of cream-style white corn; 1,618,139 actual cases of cream-style, golden corn; 1,706,328 actual cases of whole-kernel golden corn; and 122,107 cases of whole-kernel white corn. This compares with canner stocks August 1, 1948 of 7,631 actual cases of cream-style white corn; 100,049 actual cases of cream-style golden corn; 83,060 actual cases of whole-kernel golden corn; and 3,729 actual cases of whole-kernel white corn.

Canned Lima Bean Stocks and Shipments

	1947-48 (actual cases)	1948-49
Carryover Aug. 1.....	4,543
Pack.....	2,153,772	2,598,980
Total supply.....	2,158,315	2,598,980
Stocks, Aug. 1.....	103,230
Shipments May 1 to Aug. 1.....	46,575	137,498
Shipments Aug. 1 to Aug. 1.....	2,158,315	2,465,750

On the basis of 24 1/2's the August 1, 1949, stocks amounted to 100,000 cases.

Baby Food Supply, Stocks and Shipments

	1948 (thousands of dozens)	1949
Canner stocks, Jan. 1.....	49,687	53,782
Pack, Jan. through July...	59,724	59,117
Total supply.....	109,411	112,899
Stocks, Aug. 1.....	36,838	40,908
Canner shipments, July...	10,101	10,916
Canner shipments, Jan. through July.....	72,573	71,991

1949 Cranberry Crop

The cranberry crop is forecast at 803,000 barrels by the Crop Reporting Board of the Department of Agriculture. Production in 1948 was a record total of 967,700 barrels and the 10-year average production is 665,230 barrels. Each of the five cranberry states except Oregon has prospects for a smaller crop than last year, but all except New Jersey are forecast above average.

PROCUREMENT

USDA to Buy Tomato Paste

The U. S. Department of Agriculture announced August 23 that it will offer to buy, on an offer and acceptance basis, approximately 155,000 cases of tomato paste of the 1949 pack, for distribution in school lunch programs.

Offers must be received not later than September 23 and acceptances will be made not later than October 4 for delivery during the period October 31 through December 31, 1949.

Terms of offers will be sent to prospective suppliers, and further details of the program may be obtained from Bradford Armstrong, Fruit and Vegetable Branch, Production and Marketing Administration, Washington 25, D. C., telephone: REpublic 4142, Extension 4728.

Invitations for Bids

★ Quartermaster Purchasing Offices—111 East 10th Street, New York 3, N. Y.; 1819 West Pershing Road, Chicago 9, Ill.; Oakland Army Base, Oakland 14, Calif. (Western Branch).

Veterans Administration—Procurement Division, Veterans Administration Building, Washington 25, D. C.

The Walsh-Healey Public Contracts Act will apply to all operations performed after the date of notice of award if the total value of a contract is \$10,000 or over.

The QMC has invited sealed bids to furnish the following:

CANNED TUNA (Fancy or Standard)—12,800 dozen No. 1 (1½-ounce) cans or 22,832 dozen No. ½ (7-ounce) cans, f.o.b. origin. Bids due at Oakland under Bid No. QM-04-493-50-27 by Sept. 8.

CANNED BLUEBERRIES (Standard)—17,116 dozen No. 2 cans and 6,444 dozen No. 2 cans, water-pack, f.o.b. origin. Bids due at Chicago under Bid No. QM-11-183-50-96 by Sept. 13.

CANNED BLUEBERRIES (Standard)—6,531 dozen No. 10 cans, water-pack, f.o.b. destination. Bids due at Chicago under Bid No. QM-11-183-50-97 by Sept. 13.

TOMATO CATSUP (Fancy)—41,945 dozen No. 10 cans, f.o.b. origin. Bids due at Chicago under Bid No. QM-11-183-50-102.

TOMATO CATSUP (Fancy)—106,546 dozen No. 10 cans and 151,489 dozen 14-ounce bottles, f.o.b. destination. Bids due at Chicago under Bid No. QM-11-183-50-104 by Sept. 14.

TOMATO CATSUP (Fancy)—33,106 dozen 14-ounce bottles, f.o.b. origin. Bids due at Chicago under Bid No. QM-11-183-50-105 by Sept. 14.

EVAPORATED MILK—49,685 cases 14½-ounce cans, f.o.b. origin. Bids due at Chicago under Bid No. QM-11-183-50-122 by Sept. 20.

The Veterans Administration has invited sealed bids to furnish the following:

CANNED BEETS sliced, medium size (Fancy)—9,500 dozen No. 10 cans. Bids due under Invitation No. 34-S by Sept. 2.

CANNED LIMA BEANS (Extra Standard)—2,350 dozen No. 10 cans. Bids due under Invitation No. 35-S by Sept. 7.

CANNED SWEET PEAS (Extra Standard)—6,000 dozen No. 10 cans. Bids due under Invitation No. 36-S by Sept. 8.

CHILI SAUCE—105,000 12 to 14-ounce bottles. Bids due under Invitation No. 37-S by Sept. 6.

CANNED TOMATO CATSUP (Fancy)—8,000 dozen No. 10 cans. Bids due under Invitation No. 38-S by Sept. 6.

Order M-81 to Be Revoked

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This action, the Department stated, is in keeping with its announced intention to decontrol tin as quickly as supplies appeared adequate to meet the needs of all industry and of the strategic stockpile.

Latest estimates of world production and consumption, reached at the recent conference of the International Tin Study Group in London, are as follows: Production for 1949, 170,000 tons; for 1950, 190,000 tons; for 1951, 205,000 tons. Estimated consumption figures are 138,000 tons in 1949; 158,000 tons in 1950 and 162,000 tons in 1951.

Although end-use restrictions of M-43 are eliminated, the general framework of the order remains in effect and the following controls will continue to be exercised by the Commerce Department:

1. Allocation of all pig tin.
2. Inventory controls on pig tin and all materials containing tin.
3. Reports by holders, distributors, importers, and users of tin.
4. Import controls on pig tin and materials containing tin.

Controls over tin imports by private firms will be maintained under the authorization procedure established earlier in the year to regulate imports of off-grade metal and now expanded to permit relatively free private import of all grades of pig tin.

All pig tin containing less than 99.65 percent of tin, including stocks of these grades held by the Reconstruction Finance Corporation, and all private imports of pig tin of any tin content, will be allocated to manufacturers without regard to end use or present allocation quotas.

RFC stocks of pig tin containing more than 99.65 percent of tin will be distributed to users according to present allocation quotas, after consideration is given to all other receipts by them of such grades. Allocations of these RFC stocks are being continued as an interim measure, pending reestablishment of private supply channels. As privately held supplies increase, allocations from RFC stocks will be curtailed, and discontinued on a date to be announced.

RAW PRODUCTS

California Marketing Order for Grapes and Raisins

The Department of Agriculture has announced that the Production and Marketing Administration is developing further steps in a program of assistance for California grape and raisin producers, to aid in the handling and marketing of their crops.

A marketing agreement and order to regulate the handling of raisins produced from raisin variety grapes grown in California went into effect last week. Recommended by representatives of raisin producers and handlers, the agreement and order provide for control of surplus raisin supplies. Under this program, raisins acquired by handlers can be divided into free tonnage, reserve tonnage, and surplus tonnage. Free tonnage can be disposed of in commercial trade channels, domestic and foreign. Reserve tonnage can be released to augment the free tonnage if needed. Surplus tonnage, and any remainder of the reserve tonnage, is to be diverted—disposed of in ways which will not interfere with disposition in commercial trade channels.

Additional assistance, to augment the operations of the marketing agreement and order, was requested earlier this month by California grape and raisin producers. In view of the difficult marketing situation confronting these producers, the Department announced that:

1. An export subsidy will be paid on raisins exported to European countries eligible to receive assistance under ECA legislation.
2. A "diversion payment" of up to \$80 per ton will be made on raisins in the surplus pool which are diverted from normal commercial outlets.
3. Industry representatives suggested that the Department arrange to advance a substantial part of the diversion payments, before the actual diversion is made, and also extend financing aid in connection with the handling and disposition of the reserve pool. These suggestions are under consideration, but it has not yet been determined that they are feasible.

The further assistance, the Department announced, is based on the understanding that the California raisin and grape industry will carry out the programs which it has initiated, including the California State grape stabilization program and operation of the raisin marketing agreement and order program.

Dried Prune Order Issued

The Department of Agriculture issued August 22, a Federal marketing agreement and order regulating the handling of dried prunes produced in California.

The program provides for an administrative committee of 21 members, of whom 14 shall represent producers and seven shall represent handlers.

Under the program, inspection of dried prunes would be required both at the time of their acquisition and disposition by handlers. The surplus of the supply, including substandard prunes, would be kept out of commercial trade channels as prunes and diverted to non-competitive outlets.

Dry Bean Price Supports

The price support program for dry edible beans as detailed by the Commodity Credit Corporation and the Production and Marketing Administration, is published in the *Federal Register* of Friday, August 26.

FOREIGN TRADE

Meat Product Export Licenses

Effective August 26, validated export licenses were no longer required for the export of live cattle, hogs and sheep, and all meat and edible meat products, Secretary of Commerce Charles Sawyer has announced.

This means that these live animals, meat and edible meat products (Schedule B, Numbers 001000 through 004400) may, after that date, be exported in any quantity and to any destination under general license provisions. Included are canned beef, pork, sausage, chicken, and other unspecified canned meat items.

Information for Exporters

A new ECA booklet, *Information for American Businessmen on the Marshall Plan*, not only outlines procedures in providing dollar credits under the European Recovery Program but contains other data of possible interest to exporters. Sections of the booklet include a chapter on "The Prospective Exporter" and a list of "Some Basic Information Sources" for prospective exporters. Copies are available on request to the Office of Information, Economic Cooperation Administration, Washington 25, D. C.

PUBLICITY

Good Housekeeping Features Miss Smith's Party Menu

Good Housekeeping magazine has a regular feature entitled "For the Hostess" by Institute Hostess Editor, Carol Brock. The September issue of this publication carries the menu and recipes for an easy after-work supper party for 20 guests, under the subtitle "Business Girl Entertains." The one-plate kitchen buffet is one served by Katherine R. Smith, Director of the Association's Home Economics Division.

In addition to the menu and recipes, the article gives marketing suggestions and a work plan, as well as a number of hostess tips which simplify entertaining when there is little time for food preparation.

Series of Broadcasts Made about Canning Industry

A series of eight 15-minute broadcasts entitled "The Life Line of America" series on "The Canning Industry and the Consumer" has been presented by Miss Dorothy S. Towle, director of women's activities of radio station WHEB (Yankee-Mutual) of Portsmouth, N. H.

Miss Towle was meticulous in the preparation of authentic scripts. In addition to her vast amount of reading research, she checked frequently with the National Cannery Association in a further effort to maintain accuracy in statements on such subjects as the history of canning and research projects. The titles of the eight broadcasts were:

1. History of Food Preservation to 1839
2. History of the Canning Industry to 1906
3. Federal Legislation 1906-1938
4. Factory Regulations
5. National Cannery Association
6. Canning Standards and Descriptive Labeling
7. Research Projects
8. Consumer Education Program.

In introducing the series to her listeners, Miss Towle said:

"Last year for the first time, the Grocery Manufacturers of America awarded trophies to a woman editor of a farm publication, a woman editor of the food page of a newspaper, and a woman broadcaster in recognition of their contribution to a further under-

standing of the line of essential processes between food in the field and food on the table. This 'Life Line of America' as it is called, is the complicated machinery which must be set in motion today to raise food, transport, process, and distribute it. Instead of becoming less complex as time goes on, it becomes more involved as our society changes and expands."

Miss Towle won the first honorable mention in the radio class last year with her theme "What Determines the Price of Food?"

In choosing "The Canning Industry and the Consumer" as her theme for the 1949 series she stated:

"This year I thought we might look at the Life Line of America from a different angle. Again, let's take just one segment and try to make our story just as simple but as complete as possible. Let's discuss processed food . . . canned food."

"I'm quite sure the average woman, going into a store to buy canned foods, has only a vague idea of how much time and money is spent by canners to make certain that she gets the best that science can offer, and she has no idea of the state, federal, and other regulations to which canning factories must conform. In our series of broadcasts this year, therefore, we are going to talk about the federal regulations imposed by law, the factory controls set up for themselves by the individual manufacturers, the industry production procedures developed through research by the manufacturers as a group, and the consumer education program which has been set up to help women with their buying."

BUILDING

Gorrell Portrait Approved

The portrait of Frank E. Gorrell, founding secretary of the Association, commissioned by the Association of State and Regional Secretaries, has been completed, it is announced by William H. Sherman, Chairman of the A.S.R.S. committee designated to carry out this program. Mr. Sherman and others of his committee inspected the portrait last week in the studio of the artist, Raymond P. R. Neilson of New York City, and have given the work full approval.

The painting will be presented to N.C.A. by A.S.R.S. and will be unveiled at appropriate ceremonies in connection with the dedication and opening of the new N.C.A. headquarters in Washington next year.

N.C.A. Building*(Concluded from page 285)*

It is expected that these walls will be completed early in September and concrete for the first floor in place by September 15.

Sub-basement floor soil drainage and waste lines are about 90 percent laid, trenches are back-filled and sewer connections have been made.

Title to the lot north of and adjacent to the building site passed to the Association August 10 and this area now is part of the over-all building site. The contract for the purchase of this property was signed on June 22 as reported in the June 25 INFORMATION LETTER. Its acquisition gives the Association control of any building that could be constructed immediately adjacent to the north wall of its new home and permits windows in this wall which make its offices open on all sides.

Library Gift*(Concluded from page 285)*

in honor of the late publisher of that magazine, and presented to C. M. & S. A. several years ago by his widow.

Text of Resolution

Following is text of the resolution covering this library gift which was unanimously passed by the C. M. & S. A. Board of Directors at their meeting in Battle Creek, Mich., on July 29:

Whereas, the Canning Machinery and Supplies Association have, during the past twenty years, accumulated the Canning Publications issued during that period and have added to this collection many volumes of Canning Publications held by private individuals; and

Whereas, the sole purpose of collecting this Library of Canning Publications consisting of three hundred and thirty bound volumes, some of which date from 1902, has been to make available to the canning industry such literature for research and reference; and

Whereas, the National Cannery Association have available in the new National Cannery building in Washington, D. C., a Reference Library for the use of the canning industry: Now be it

Resolved, that the Canning Machinery and Supplies Association, through its Board of Directors, do tender this Library of Canning Publications as a gift to the National Cannery Association, with its compliments and best wishes.

PERSONNEL**Habel Joins K-B Products**

Al Habel became general sales manager of the K-B Products Corporation, Hudson, N. Y., on August 22, it is announced. Prior to this appointment Mr. Habel was connected with the Delaware Mushroom Co-Operative Association.

John D. Black Named on Agricultural Research Group

John D. Black, professor of agricultural economics at Harvard University since 1927, has been appointed to serve on the 11-man Agricultural Research Policy Committee under the Research and Marketing Act.

The functions of the Committee on which Dr. Black will serve are to consult with and advise the Secretary of Agriculture and other officials of the Department concerning research and service work authorized by the Act, and to assist in obtaining the cooperation of producers, farm organizations, industry groups, and Federal and state agencies.

In addition to his work as professor of agricultural economics at Harvard, Dr. Black has had a wide range of experience as an advisor, both in and out of the Government. In 1932 he was president of the American Farm Economic Association and he now is a member of a number of organizations including the Food and Nutrition Board of the National Research Council and the American Economic Association. He also is chairman of the Advisory Committee on Economics and Marketing of the Food and Agriculture Organization.

Letter Mailing List

Imprints of the addressograph stencils showing the INFORMATION LETTER addressees of firms which receive more than one copy were mailed this week by the Association in its periodical check of the accuracy of the mailing list of the LETTER.

It is requested that changes, deletions or additions be made on the pages showing the stencil imprints, rather than to prepare a separate list, and that these be returned to the Association promptly.

Frank Shook's 80th Birthday

Frank M. Shook, treasurer and former executive secretary of the Tri-State Packers' Association, received hundreds of letters and telegrams of congratulation from well-wishers throughout the canning industry on the occasion of his 80th birthday, August 26. His life-time of work in the industry has made Mr. Shook one of the best known canning trade association executives in the business. Prior to his 23 continuous years of service to the Tri-State group, he had served on the N.C.A. staff and in his early years was secretary of the Ohio Cannery Association and of the former Western Cannery Association. His continuous service to the canning industry, in one capacity or another, has totaled 48 years.

FISHERIES**Senate Ratifies Three Fisheries Treaties**

The Senate has unanimously advised ratification of three fisheries treaties as reported in the N.C.A. Fishery Information Bulletin of August 19.

Two of these involve the tuna fisheries of the eastern Pacific Ocean: The Convention between the United States and Mexico for the establishment of an International Commission for the Scientific Investigation of Tuna, signed at Mexico City January 25; and the Convention between the United States and Costa Rica for the establishment of an Inter-American Tropical Tuna Commission, signed at Washington May 31.

The third, the International Convention for the Northwest Atlantic Fisheries, signed February 8, covers the species of the Northwest Atlantic Ocean that are of international interest. Parties to the latter are: Canada (including Newfoundland), Denmark, France, Iceland, Italy, Norway, Portugal, Spain, United Kingdom and the United States, all countries that have a fishing interest in the area.

As explained in a press release issued by the Department of State, all three of the agreements establish commissions charged with the duty of scientific investigation of the particular fisheries. No regulatory powers are involved, although in the case of the Northwest Atlantic Fisheries it is anticipated by the State Department that the individual governments

may issue regulations upon recommendation of the Commission.

The fisheries concerned supply the American people with more than one billion pounds of protein food annually. The tuna fishery of the West Coast caught enough tuna in 1948 to fill 7,000,000 cases—an output that has been said to represent the greatest cash crop of fish taken out of any ocean, with an estimated wholesale value of \$125,000,000. There has been comparatively little scientific investigation of the species that support this fishery, and further knowledge is essential for the protection of the resource upon which this rapidly-expanding industry is dependent.

In the Northwest Atlantic, the oldest American fishery, depletion of the stocks has been evident for some years and has become especially acute on the New England banks.

Following the prompt action of the United States Senate, there is good reason to hope for early ratification by the other nations involved, it was stated.

CONGRESS

Farm Program Developments

The Senate Committee on Agriculture this week concluded several days of hearings on the recommendations of the Anderson subcommittee to provide a flexible price support program for the coming year ranging from 75 to 90 percent of parity. The subcommittee, following Brannan plan hearings, had approved the Anderson plan as a compromise between a rigid 90 percent support level and the 60 to 90 percent program due to become effective January 1 under the Aiken law. A bill passed by the House would continue the present 90 percent of parity program and would repeal the Aiken Act.

Brokerage Payments Bill

(Concluded from page 285)

would permit payments by the seller to an agent, representative or intermediary for the buyer "where such payment constitutes reasonable compensation for bona fide services rendered by such agent, representative or intermediary to the party by whom such thing of value is paid." Under the terms of the substitute measure the seller must consent to the agent's acting for both parties and to the buyer's directly or indirectly bene-

fitting from the transaction. The bill provides that such payments are permissible only where there may not be a substantial lessening of competition, tendency toward monopoly, or injury to competition. Finally, it is provided that the reasonableness of payments made may be examined at any time by the Federal Trade Commission which is empowered to fix limits thereon "when in its judgment the public interest so requires."

The purpose of the bill is to permit intermediaries to receive compensation from both the buyer and the seller, and to permit the buyer directly or indirectly to receive payment for services rendered by his agents or intermediaries in the purchase of goods.

Under Section 2(c) of the Act, at present payments of brokerage by sellers to buyers or their agents are forbidden, as well as any discount to buyers in lieu of brokerage.

By a succession of court decisions, commencing with the *Biddle Purchasing Company* and *Oliver Brothers* cases, it was held that the clause in Section 2(c) permitting brokerage "for services rendered in connection with the sale or purchase of goods" did not authorize agents of buyers to

serve two masters and receive compensation from the sellers as well. These decisions would be altered under the proposed statutory language in cases where the conditions specified in the bill can be satisfied.

CONVENTION

Grocery Distributor Exhibit

A grocery distributor's exhibit again will be staged as part of the annual convention of the National-American Wholesale Grocers Association, it is announced by M. L. Toulme, executive vice-president of NAWGA. "As was the case last year," Mr. Toulme stated, "the 1950 exhibit will be housed at the Ambassador Hotel during the NAWGA Convention period, January 28-31."

The grocery distributor exhibit and the annual exhibit of the Canning Machinery & Supplies Association supplement one another in that the one features grocery items purchased by distributors while the show in Convention Hall displays machinery and supplies purchased and used by canners in the operation of their plants.

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